

FIGURE 2

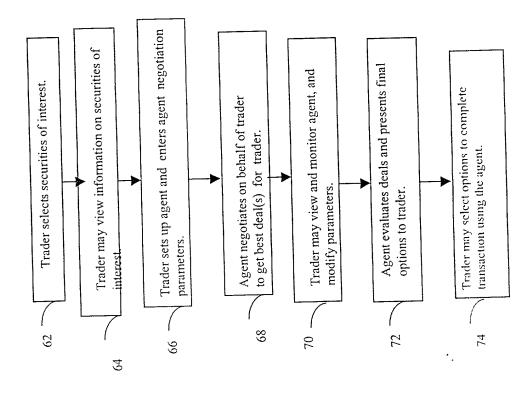


FIGURE 3

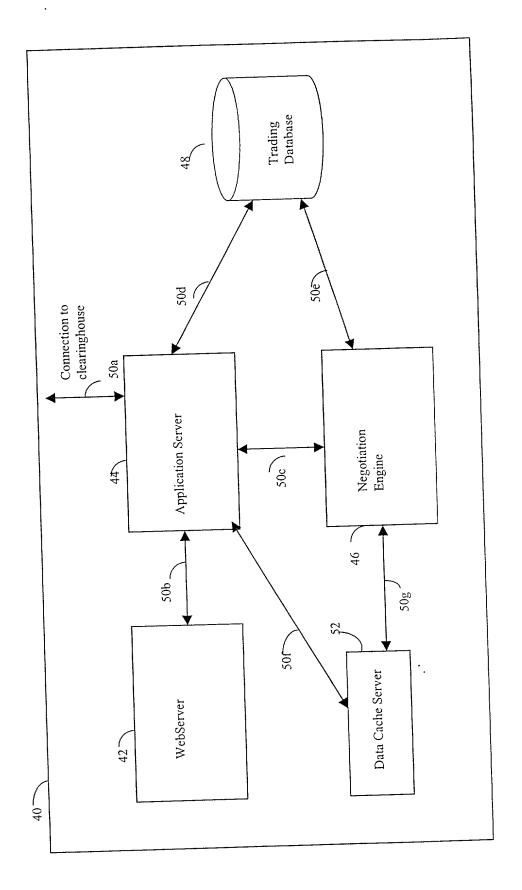


FIGURE 4

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FIGURE 5

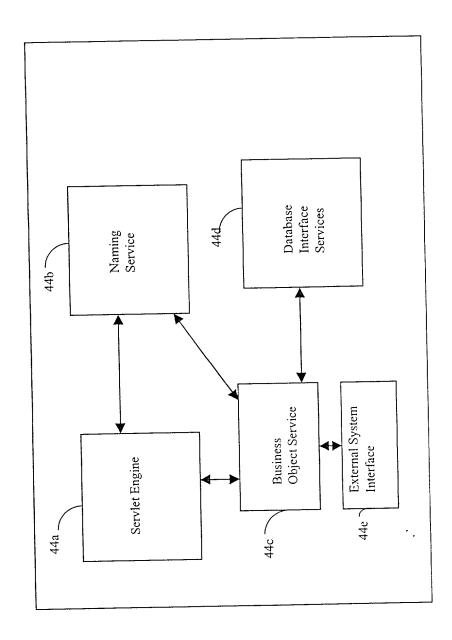


FIGURE 6

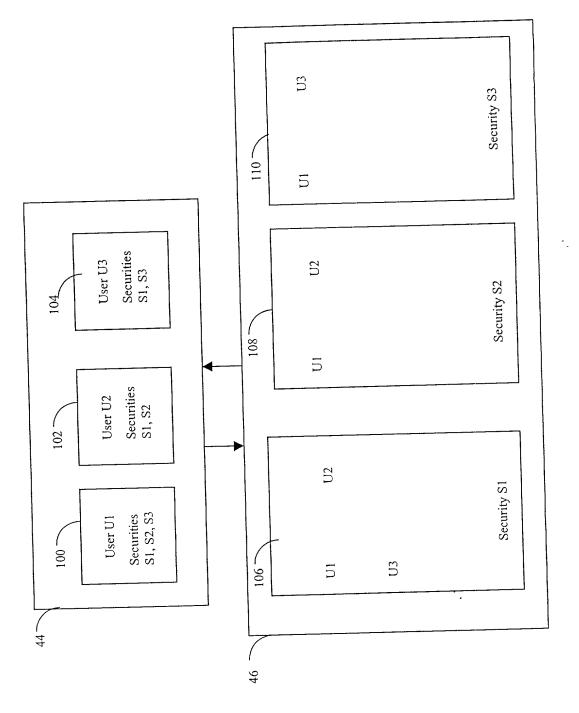
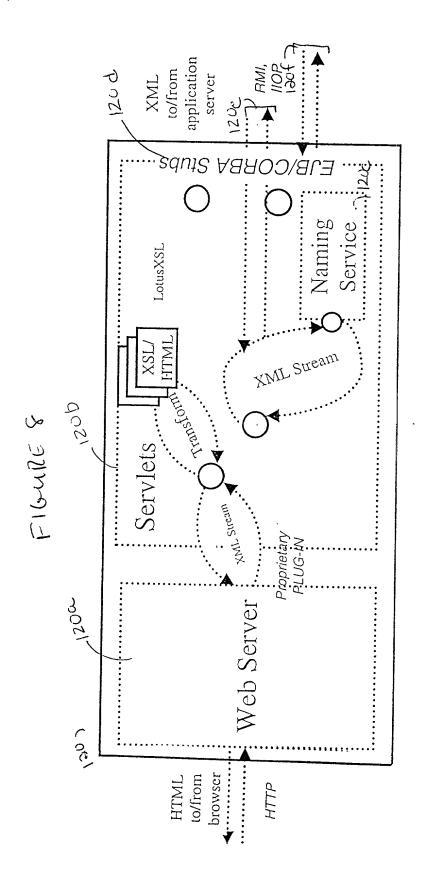
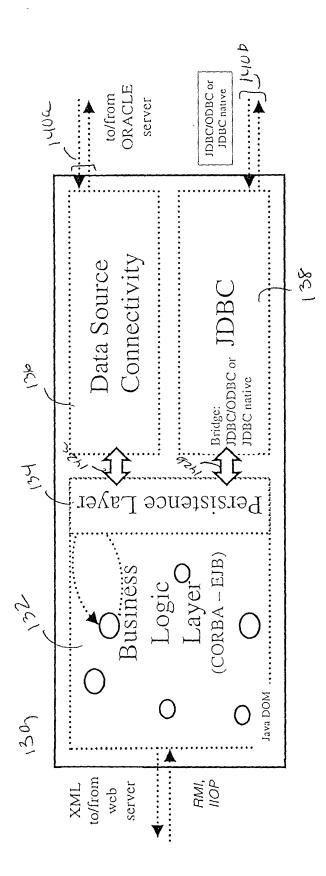
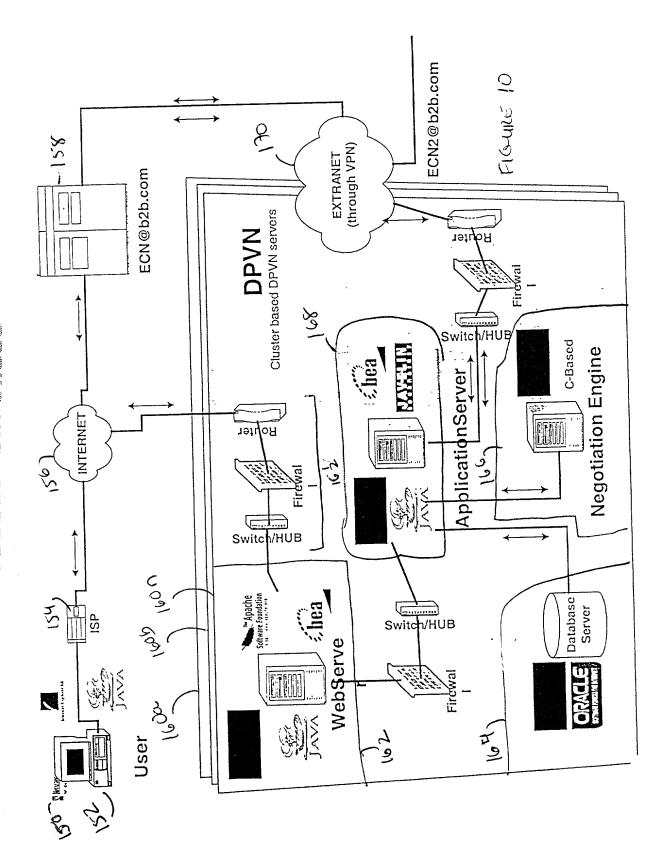


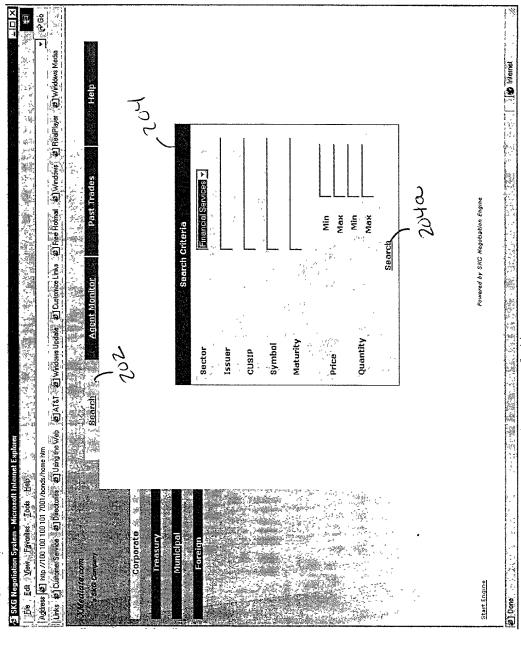
FIGURE 7



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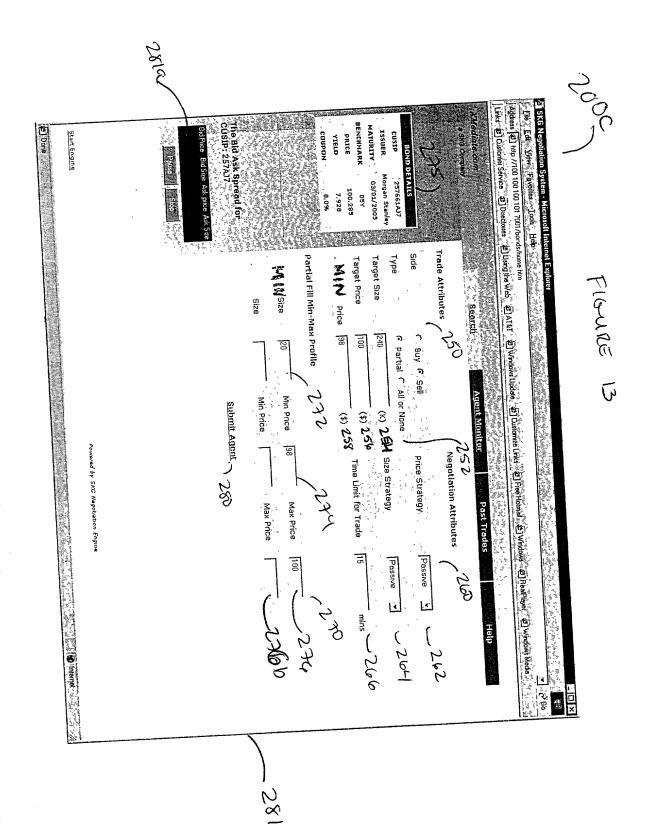




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SKG Negotiation System - Microsoft Integrate September   Tooks   Help Address   Tooks   Help Address   Eth Volume   Eth Vo	Search Criteria Sector Corporate Max Price 100 Nin Size 100K Voletility 0.29%	Start Engine

FIGURE B



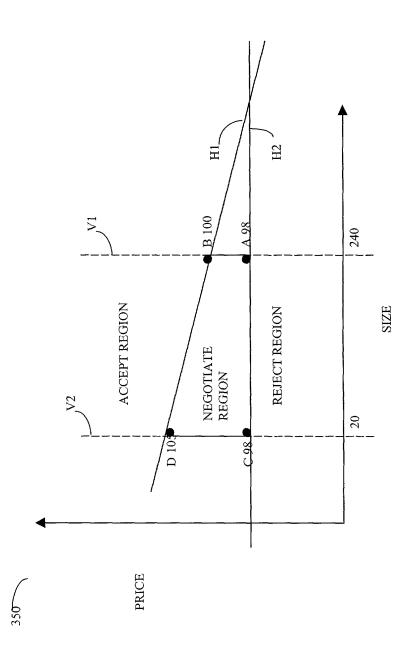
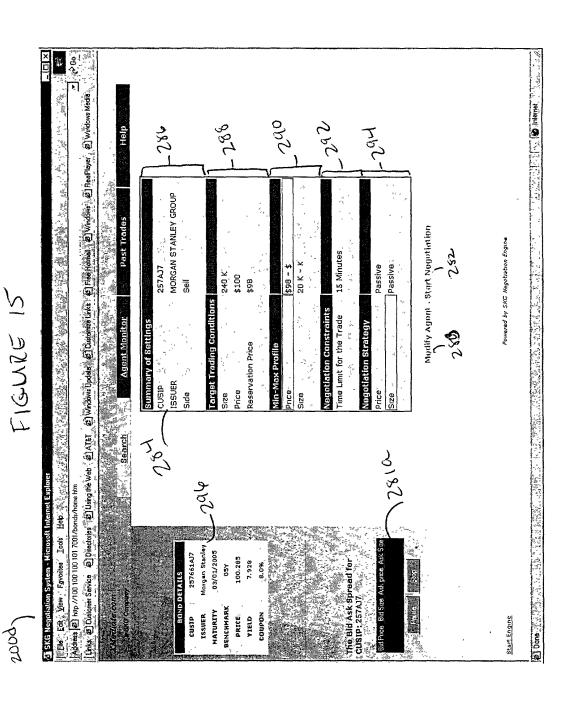
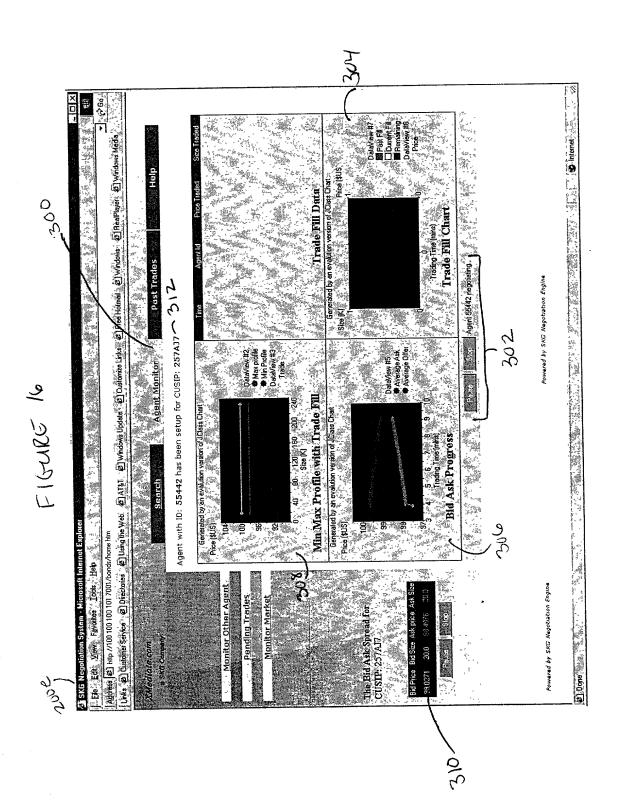
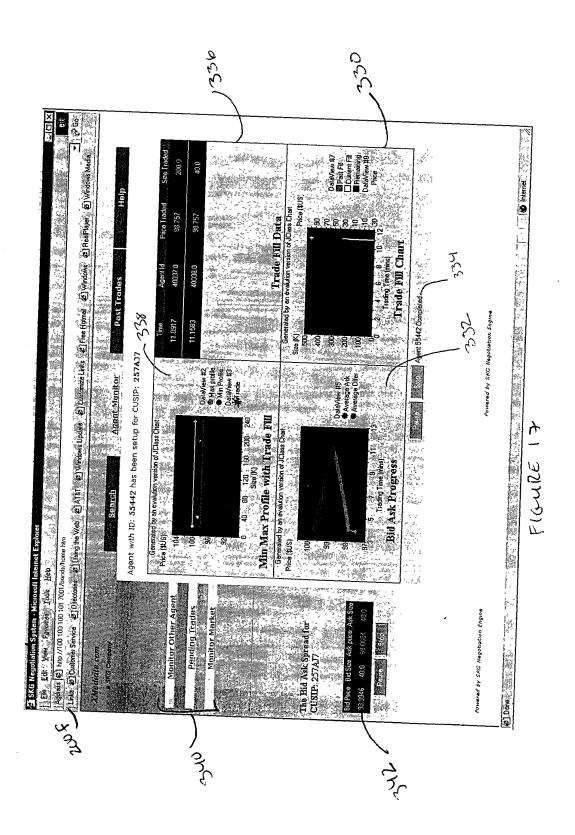
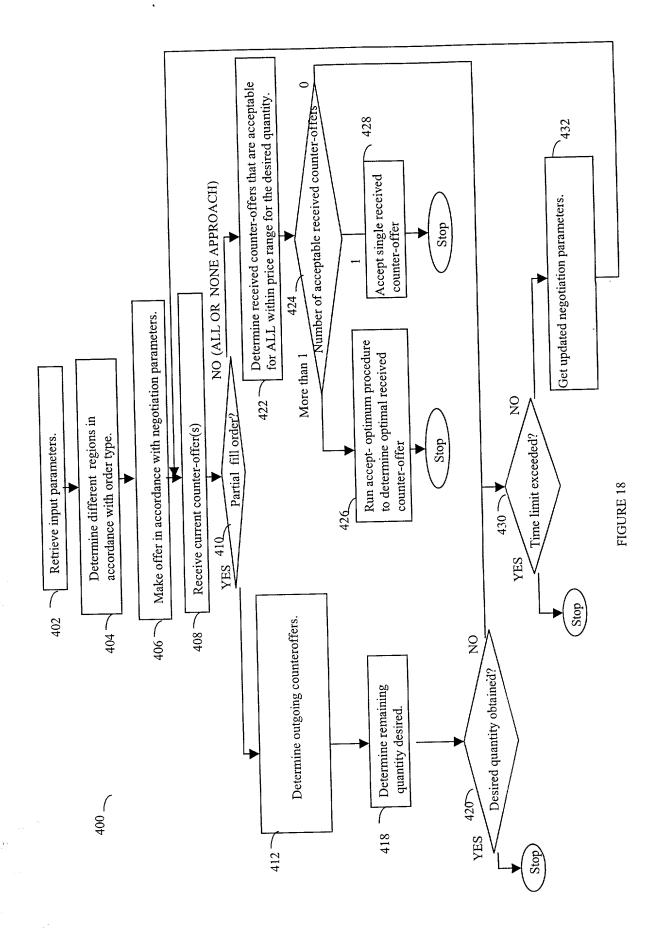


FIGURE 14







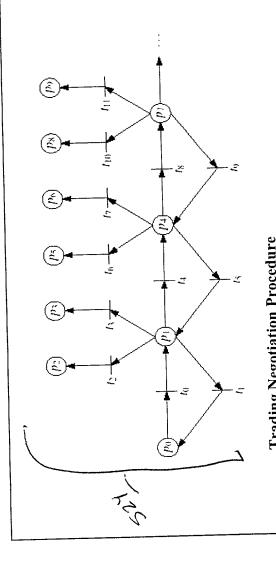


500)	STAGE 3	Learning				
50M)	STAGE 2	Substitution  Bundle Order	Partner Preferencing  DPVN Evolution	Broker Participation	Product Tradeoff	Cooperative Negotiation
(205)	STAGE 1	Dynamic Bid Adjustment	Bid using Ranges Order Breakup	Hands Free Strategy	Customized Offer	
( PS.						

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## Fleure 30



## . Trading Negotiation Procedure

 $t_4$  = buyer:counter-offer  $t_1 = \text{seller:revoke}$  $t_{10} = \text{buyer:reject}$  $t_7$  = seller:accept  $p_2, p_5, p_8$  = no trading  $p_3, p_9$  = trading with seller's offer  $t_6 = \text{seller:reject}$  $t_9 = \text{seller:revoke}$  $t_3$  = buyer:accept  $t_0 =$ seller:offer

 $t_8$  = seller:counter-offer  $t_{11}$  = buyer:accept

 $t_5$  = buyer:revoke  $t_2 = \text{buyer:reject}$ 

 $p_6$  = trading with buyer's offer

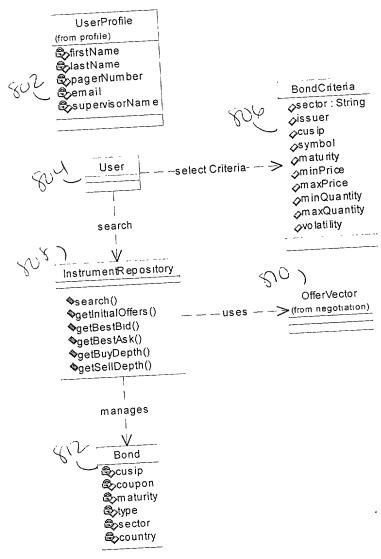
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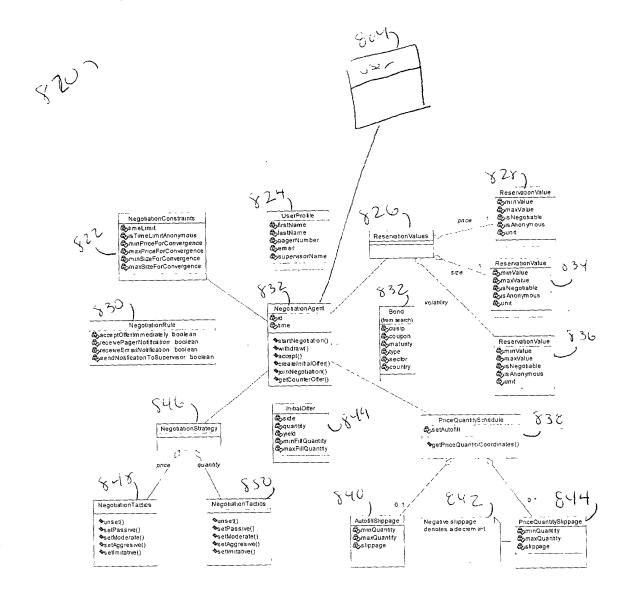
CASE 2: Offer and	Offer index > target index AND offer index < response index
CASE 3: target in	target index > offer_index AND target index < response index
CASE 4; offer inc	offer index > response index AND offer index < target index
CASE 5: offer in	offer index < response index AND response index < target index

FIGURE 22

800)



Floure 23



FLOURE 24

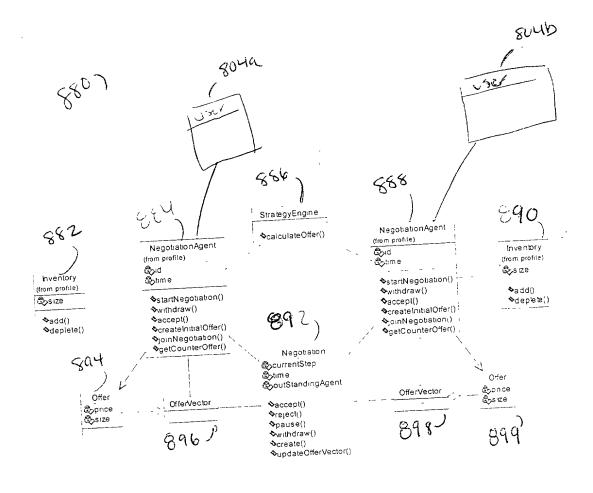


FIGURE 25